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ADDRESS
TO THE
CONNECTICUT POMOLOGICAL SOCIETY

by

HOWARD ELLIOTT

Chairman of the Board of Directors
and President of
THE NEW YORK, NEW HAVEN AND HARTFORD
RAILROAD COMPANY.



FOOT GUARD HALL, HARTFORD, CONN.

FEBRUARY 2, 1915.

Mr. 28, 1916. B B.

I feel that apart from the natural interest that any citizen takes in the production of good fruit, I have a special reason for being with you at this meeting.

While I was president of the Northern Pacific I was twice president of the National Apple Show at Spokane, and I am the owner of a fifty-acre orchard in the Yakima Valley of Washington. Like many other apple orchards at the present time the returns on my orchard are very disappointing, but I believe in time that will change and there will be greater use of the apple as a food by our rapidly increasing population, and that well-managed orchards will produce reasonable returns. But the business—like all successful business—must be conducted along proper lines and most efficiently and economically, or it will fail.

The	In the early days, scientific growing of
Commercial	apple trees was not much thought of.
Orchard.	Now the day of the commercial orchard
	has come, not only in the West, but all
	over the country, and men are giving the same careful
	and thorough attention to the production of apples that
	they are giving to the production of steel, and making
	of agricultural implements, or to any other business
	that is conducted with skill and intelligence.

The study, attention and care given to the production of fruit, by the grower, must, as that production increases, be supplemented by greater publicity as to the use of apples, greater efforts for wider and wider markets, and improvements and additions to the methods of packing, storing and transporting the fruit.

The West has done much in this direction and raises very good fruit, and so does the South.

The
New England
Apple.

But New England has as good apples as are raised anywhere. New England has the best markets at the producer's door; land in plenty to produce the best fruit under proper methods, and the best of transportation facilities for quick marketing.

New England is the home of the Baldwin apple, a chance seedling found at Wilmington, near Lowell, Mass. The Hubbardston, Seek-no-further, and the Sutton Beauty are also products of Massachusetts. The Rhode Island Greening is said to have originated near Newport, R. I.

There are men in New England who are proving what can be done in New England not only with apples, but peaches and other fruits; latter day pioneers in an old country. Among many who have done good work are Mr. Lyman, of Middlefield; Barnes Brothers, A. T. Henry, Pring Brothers; and others at Yalesville and Wallingford; the Hon. John Hale, with his splendid orchards at Glastonbury and Seymour; the High Rock Orchards of New Britain; Mr. Converse at Greenwich, who has had wonderful success in cutting back old apple trees; T. K. Windsor, of Greenville, R. I., and Mr. Marshall, of Fitchburg, Mass., who is securing Baldwin apples four years from planting—all progressive fruit growers and men who are doing much for the revival of fruit culture in New England and proving that New England can produce good fruit at a profit to the grower.

An Increasing
Crop.

That the golden promise held out by New England for the fruit grower is beginning to be appreciated is indicated by the figures for the apple crop. The Government estimates the crop in these States to have amounted to 19,938,000 bushels. This compares with an apple production in 1913 of only 9,200,000 bushels. The value of last year's apple crop is placed at \$10,098,700. There should be gratification in the fact that while in 1913 New

England produced 6.3 per cent. of the nation's apple crop, last year this was increased to 7.7 per cent.

Although this is a meeting of the Pomological Society, I shall take the opportunity to say something about the importance of agriculture generally and its relation to New England and to the transportation business, in which I have spent all my life, because the subject is of such vital importance to this section of the country, engaged so largely in the manufacturing business and needing an abundance of good food at minimum prices.

In New England agriculture has been neglected somewhat in the past forty years, but it is the greatest business in the United States, in the number of people employed and in its importance to the whole country, and we should all help to put it on the soundest possible basis and encourage people to engage in it. The United States must cultivate more acres, and more intensively, and must raise more farm products or be unable to feed its own people.

Growth of
Agriculture.

The development of agriculture in the United States began with the settlement of the colonies and, until the Civil War, was rapidly extended. In the ten years ending in 1800, the area brought within the limits of settlement was 65,000 square miles. Between 1810 and 1820, the American people, then only 8,250,000, increased the density of population in every section of their settled territory, increased their manufacturing capital two-fold in spite of a three years' war, and occupied 101,000 additional square miles. The Civil War checked the westward flow of people and retarded development, but did not stop it, and since 1870 the development that characterized earlier days has proceeded without interruption.

The growth of farming in this country shows two distinct phases, one lasting until 1860, and the other

starting about that time, and not yet complete. Prior to the Civil War, agriculture was treated more as an occupation, or means of subsistence, than as a scientific business. Fertile soil was practically free to all. There was little outside pressure to make a farmer careful to preserve the productiveness of the soil, and the agricultural products were generally greater than the demand, partly because transportation was limited and high-priced, compared with to-day.

A movement which began about the time of the war, coincident with the growing demand for technical education, has somewhat changed the nature of farming in this country; it is becoming an important business, rather than an occupation. Population has grown rapidly, and the demands of the people for food have become great. More and more the attention of intelligent men, in the farming ranks and without, has been directed toward the future and the question of providing the necessities of life to a population now at least 100,000,000.

Agricultural Schools. A rapidly growing country needed men skilled in the sciences and arts of life to deal with its new conditions, and while purely commercial activities were the first to feel this need, farming also began to feel the same need, and the movement which introduced technical education and in a degree supplanted the old classical schools with those designed to develop the kind of men the country needed, gave to the business of farming the first schools for the scientific teaching of agriculture.

It was the West, and not the older and wealthier East, that gave the United States its first agricultural school. The second constitution of Michigan, then close to the Western frontier, provided in 1850 for the founding of an institution to teach agriculture, and the movement, spreading eastward, resulted in the incorporation of what is now Pennsylvania's State College of Agricul-

ture, in 1854, and the incorporation of Maryland's Agricultural College, and the founding of a school of agriculture in Massachusetts, both in 1856. The work thus started reached Congress, and resulted, in 1857, in the introduction of a "Land Grant" aid bill, proposed by the Hon. Justin S. Morrill, and passed in 1862. The Department of Agriculture was created, first as a bureau, in the same year.

Up to 1905, the progress of agricultural education under this encouragement was such that 66 institutions had been organized, with an endowment fund amounting to \$12,045,629.

College Extension Work. In May of 1910 there were 875 institutions giving instruction in agriculture. Some 60 of these institutions also include in their educational work special short courses in the various branches of agriculture, which are taken advantage of by farmers and others interested in agricultural pursuits. There has been a rapid development at the same time of college extension work in agriculture, agricultural education, under the county system, and in consolidated rural schools, together with numerous other activities, which have been of practical value in creating better standards of knowledge and practice of farming. Mr. Vail, President of the Telephone Company, has done a large amount of very good work at Lyndonville, Vermont, in helping boys to study agriculture. Fortunate in possessing means beyond his own needs he has done all of this at his own expense, and deserves the thanks and commendation of his fellow citizens for his liberality and the good work done.

Dignity of Farming. One who studies the history of the world's farming cannot fail to be struck with the fact that the dignity, independence and importance of the farmer's calling have always been recognized, although more in some countries

than in others, not alone by the passing of laws for his encouragement, but by the co-operation and help of those in other occupations. Henry VII of England passed a statute in 1488 to prevent the acquisition of large land holdings, in order to prevent lands formerly tilled from becoming idle and unproductive. Half a century later the English law shows a quaint statute, curiously like some of the legislation one hears about now, which was passed because the growing of sheep had become so profitable that many had engaged therein.

Literature of agriculture, prepared for the help of the farmer, dates back in England to the 13th century, and Thomas Tusser created so much interest, in 1562, with a volume called "Five Hundred Points of Husbandry," that 125 years afterward Lord Molesworth recommended that it be taught in the schools. The live stock business was well understood and carefully studied even then. The preface to a volume of Sir Anthony Fitzherbert, published in 1523, is curiously similar to the publications the excellent agricultural colleges are now sending to the farmer, for it says:

"An husbende cannot well thryve by his corne, without he have other cattell, nor by his cattell without corne. An because that shepe, in myne opinion, is the most profitablist cattell that any man can have, therefore I purpose to speake fyrst of shepe."

This is sound advice to-day, except that the great "American Hog" is not mentioned, and he is really more important to the modern American farmer than sheep.

Importance of
Agriculture. Some phases of the present agricultural situation in the United States give reason to hope that the movement to make farming more than ever a business, conducted along scientific business lines, will develop great headway dur-

ing the next decade. The great demand of a rapidly increasing population for farm products insures to the intelligent farmer a profit and an independent life.

In the twenty years ending in 1910, the population of the United States increased about one-third from 62,000,000 to 91,000,000. Immigration during the ten years ending in 1910 was 8,800,000, or more than double that of the preceding ten years. The total of unappropriated and unreserved lands in the United States has fallen since 1890 from 55.32 per cent. of the total area to 40.98 per cent., and the 59 per cent. appropriated or reserved represents the best selections.

Should the next decade demonstrate that the continual drift of people is away from agriculture, thus bringing about a greater demand than the present farm methods can meet, the responsibility upon the farmer will be heavy, for the welfare of the people will rest more than ever before upon him, and upon his efficient work on the farm will depend very largely the solution of the quality and price of living enjoyed by the man in the city.

Feeding the Multitude.	If the population grows at its present rate, we shall have in the United States, by 1950, 200,000,000 people, and the demand for the farm products required for their subsistence will have doubled. Competent authorities estimate that to meet this demand it will be necessary to increase the product of each acre of land one per cent. a year, or one-tenth for each succeeding ten years. The land heritage of the people of the continental United States is about 1,900,000,000 acres, of which 1,000,000,000 acres, or a little less, is now considered untillable. The United States Department of Agriculture estimates the total arable land of the country at 950,000,000 acres, of which 873,729,000 acres have already been taken up and are in farms. There remain 76,271,000 acres of arable area not in farms, and while it must be conceded that, of the area classed as untillable, future scientists will find means of
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utilizing some portion, it will probably be no great part. What remains to be utilized for farm purposes, plus that which may be later brought under cultivation, is small, compared with the probable population in 1950 and the proportion of the arable area now occupied by farms.

In 1913 the agricultural output of the world was nearly 16,000,000,000 bushels of the principal cereal crops, of which the United States produced:

67.8 per cent. of corn,
18.5 per cent. of wheat,
24.2 per cent. of oats,
11.0 per cent. of barley,
2.1 per cent. of rye.

There has been no appreciable increase in the number of horses bred in the United States since 1909, although the price advanced from an average of \$95.64 per head in 1909 to an average of \$110.77 per head in 1913, an increase of 15.6 per cent., and according to the Department of Agriculture, there was exported during the first eleven months of 1914 horses with a total value of \$10,070,842.00.

For the period June, 1910, to June, 1914, inclusive, the value of the cattle exported from this country decreased from \$12,200,154 in 1910, to \$647,288 in 1914, a decrease of 94.6 per cent. Whereas, during the corresponding period in 1910, the United States imported \$1,860,966 and in the year ending June 30th, 1914, \$17,079,442 worth of meat products, including fresh meats, an increase of 81.7 per cent. These figures show how our production of cattle has failed to meet the demand. The United States must raise more cattle.

Need for Better Farming. The present conditions of life are in many ways most comfortable, and younger men should remember the hard work of the last forty years in overcoming obstacles, and realize their responsibility for the future. Changes that are taking

place in the land values west of the Allegheny Mountains, the increase in population there, the necessary raising of long-haul rates on food products because of the greater expense and complications surrounding the railroad business, all point directly to the necessity of using to a greater extent the land areas of the country east of the mountains and producing a greater quantity of food nearer to the congested centers of New England, New York and Pennsylvania. Can any one doubt that the same energy, intelligence and industry that has built up the finance, commerce and education of this section will fail to overcome the agricultural obstacles of this region if attention is given to them? Of course not, and the important thing is to help in every proper way to direct attention to the matter and to awaken public interest to its importance.

If only ten men farm well, and their fellow farmers in a county farm poorly, the proper average production is not obtained. It is the consistent result, rather than the occasional exploit of a brilliant man, that counts. In the New England States there are men who are making good profits out of farming, producing yields far better than the average, and not only maintaining, but in some cases increasing the fertility of their fields. They are demonstrating what has been proven in Germany and England, where some of the cultivated land has been cropped for ten centuries, that constant cultivation, if it is wise cultivation, does not exhaust the soil. In those countries, and on this old land, the crop yield is much heavier than in this country. The soils of Europe have no peculiar characteristics to account for this better production; on the contrary, there is every reason to believe that the same methods of cultivation with nourishment to the soil from different forms of fertilizers which resulted there, from the pressure of larger demands for the products of the farm, will produce much better yields in the New England States.

New England Agriculture. The States of Connecticut, Rhode Island and Massachusetts produce annually about \$105,000,000 worth of crops and animal products, and receive from territory beyond the borders of New England about \$220,000,000 worth per annum, making a total of \$325,000,000 worth of farm and animal products, of which the three States mentioned produce about 32.3 per cent. If the actual figures were obtainable we would undoubtedly find the amount produced is actually less than 30 per cent. of the consumption. New England must raise more farm products, cattle, fruit, vegetables, etc.

The value of the manufactured products of New England in 1910 amounted to \$2,670,065,000, of which Connecticut, Rhode Island and Massachusetts produced \$2,261,145,000, or 84.7 per cent. Compare this enormous amount with the relatively small amount of farm output, \$105,000,000.

An Economic Problem. There is a big economic question involved in the revival of agriculture in New England which has a direct bearing on the industrial future of the New England States. New England is in a unique position compared with other manufacturing centers of the United States in that it produces no raw material or fuel, is compelled to import its raw material, its fuel, manufacture its goods and reship very largely to markets beyond its territory. New England food markets are and have been considered for many years the best markets in the East, if not the United States, and there are thousands of cars per year of food products now being shipped into New England which should be largely produced here. This non-production has naturally increased the cost of living, which imposes an added burden upon the great manufacturing business of this section, so dependent upon well-nourished and satisfied employees.

The Milk Supply.

It is to be regretted the dairy interests in New England are not in the best of condition. The State of New York, with its 47,000 square miles, has 145,000 more dairy cattle than the total number of cattle in New England with its 66,465 square miles, with no better natural advantages and not as good markets or transportation facilities. New England must produce more milk.

Sheep.

New England is carrying 385,000 sheep; the wool produced in New England in 1913 amounted to 3,077,530 pounds, of which Connecticut, Rhode Island and Massachusetts produced 409,615 pounds. New York State carried for the same period 875,000 sheep and produced 5,469,750 pounds of wool.

In 1914 Boston, New York and Philadelphia markets imported from abroad 141,860,350 pounds of wool. The Boston wool merchants under normal conditions import nearly \$60,000,000 worth of wool per annum from South America. New England must raise more sheep.

Alfalfa.

It is gratifying to note a New England Alfalfa Growers' Association has been organized, and that State and county associations are following. If a large acreage of alfalfa can be grown in New England it will undoubtedly do much to encourage dairy and stock raising.

Mr. Wilson H. Lee, of Orange, Conn., and Mr. Charles M. Jarvis, of Berlin, Conn., have, in the last five years, proved that it can be grown successfully in New England, and have shown its great value.

The last census shows 83.3 per cent. of the population in New England in towns of 2,500 or more and 16.7 per cent. in the rural districts. Connecticut urban population is 89.7 per cent.; Rhode Island, 96.7 per cent., and Massachusetts, 92.8 per cent., or an average urban population for the three States of about 93 per cent.

The revival of agriculture here is most important to the life of New England.

A Land of Specialties. New England is virtually a land of specialties. While the cereal crops can and undoubtedly will be increased, it is more difficult for the farmer in New England to compete as to those with the broad fertile acres of the West and Middle West. He can, however, supply, I believe, profitably a much larger part of its beef, mutton, pork and poultry. There is no logical reason why New England should not produce all the fruits and vegetables adapted to its climate that it requires, and have a goodly supply left for its neighbors—New York, Philadelphia and other cities.

Market gardening is attractive and remunerative for the man who is willing to work with his brain and his muscle, and men are making good in this line in the vicinity of Bridgeport, New Haven, Hartford, Springfield, Worcester, Boston and Providence.

Some Results. The following extract from a speech made at the meeting of the State Board of Agriculture, in Connecticut, in December, 1913, by the Hon. H. M. Howard, of West Newton, Mass., about market gardening, will bear repeating. He said, in part: "Some of the little farms that I know of that are doing some of the business. There is one of an acre and a half, where the man does all the work himself with the assistance of two boys; last year that acre and a half made \$2,500 in the market gardening business. * * * Another place of three and a half acres, where there was a greenhouse and some two hundred hot beds, the man told me he sold \$7,000 worth of produce. On another place, adjoining this, of seven acres, where there are five greenhouses, the man sold \$15,000 worth of produce. * * * Another place, right adjoining that, of eighteen acres, sold \$18,000 worth of stuff; just consider the difference in acres. * * * At another place, where the man cultivates 100 acres of land, and on that place

he has five greenhouses—he has a nice irrigation plant, and he sells over \$75,000 worth of stuff in a year. The place right across the street from him has only six acres and a half in it; it is four miles and a half from the market; that man has sold from his greenhouses and his six acres and a half of land \$35,000 within the last year. He had never been in the market garden business until his brother died and left the business and plant; he had been professor of modern languages in the high school; he saw that there was a pretty good chance for business right there on his brother's place, and he bought it. While the brother was only doing \$15,000 or \$20,000, this man has worked it up to \$35,000; which is a very good argument for education."

The onion production in the Deerfield section, the tobacco and peach production in Connecticut, and the apple production in all of the New England States, proclaim New England as a land of specialties in agriculture, and in the long run in any line of business the specialty succeeds.

The Farmer and the Railroad. The business in which the farmer is engaged is the most important in the United States. The business of second importance is that of transportation, which I represent. The two are very closely related, and the success of agriculture means the success of the railroad, for it hauls what the farmer produces and consumes. The farmer is equally dependent upon the railroad, for without transportation he could not market his product, and his success depends upon the regularity and adequacy of the transportation available to him.

Railroad Service. When one sees the ordinary operation of the railroad going on without much interruption, except from heavy weather, one does not always realize the great work that has been done in creating the railroad machine in the United

States, and the really vast amount of expense and work to keep it going day by day. It seems very simple to see the passenger trains run in and out of the station; to order the freight car and send the produce to the market; to telegraph to the nearest large town for supplies, and in 24 hours or 48 hours have them delivered. But it is not so easy and simple as it seems, and there is danger to-day that the next great uplift in business in the United States will find the railroads, as a whole, sorely taxed to furnish the transportation needed for the commerce of the country. Why? Because a misdirected public opinion has been demanding rates too low, taxes too high, wages too high, service too elaborate, too many rules and regulations, and there are not cents enough in the dollar to meet all these obligations and still permit the business to be attractive enough so the man with the dollar will invest it.

You cannot have a good railroad without good track, good equipment and good men to maintain and operate that track and equipment. You cannot have good farms without good soil; good farm equipment which you can get and should keep in good order; good men who will care for that soil and equipment by proper fertilization, plowing and cultivation, by the selection of good, clean seed, instead of poor, dirty seed, by intelligent combination of various crops and live stock.

Our American railroads and our New England railroads have done good work, and can do better, and it is to your own selfish interest to see that they are so treated that they will be ready at all times to handle your business. To be ready requires constant expenditure and sound business methods.

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